



# *NEWS RELEASE*

## **PRESS OFFICE**

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**Release Date:** May 26, 2000

**Release Number:** 00-50

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## ***SBA PLANS GOVERNMENT CONTRACTING CONFERENCE WITH BUSINESS EXPO, AWARDS AND SEMINARS***

**WASHINGTON** - Small businesses searching for contracts on government projects will get a chance to meet face-to-face with a variety of industry and government purchasing officials next month as part of an annual procurement conference hosted by the U.S. Small Business Administration (SBA) and several private sector organizations.

The gathering, the *33<sup>rd</sup> Annual Joint Industry/SBA Procurement Conference*, will feature a business opportunity exposition, training seminars and award presentations. The event, scheduled from June 12 to 14, will be held at the Renaissance Washington, DC Hotel.

**“The seminar topics are on the cutting edge of nearly every current discussion on federal procurement,”** said SBA Administrator Aida Alvarez. **“The new procurement landscape poses challenges for small businesses that this conference will examine carefully. Contract bundling, teaming arrangements and protest procedures are just a few of the topics that need immediate attention and a thorough airing.”**

The seminars will be held during workshops scheduled for Tues., June 13, and include:

### **Improving Your Business Position**

- The Art of Writing a Successful Proposal and Getting the Most From a Debriefing
- Current Trends in Doing Business with Corporate America (Topics include: Teaming Arrangements; How to Market Your Company to a Large Business; The Effective Use of the Tier Two Purchasing Systems by Small Businesses)
- How to Get and Use a GSA Federal Supply Schedule Contract or a Government-Wide Acquisition Contract (GWAC)

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### **Small Business Procurement Issues**

- Final Bundling Regulation; Subcontracting Resources; PRO-Net; Prime Contractor Certification Requirements (Size); Protest Procedures
- The Benefits of SBA Certification: HUBZone; 8(a); and Small Disadvantaged Business programs
- Marketing Your Business to the Federal Government

### **Current Trends**

- BusinessLINC Partnership and the Mentor Protégé Programs at Defense, NASA and SBA: How These Programs Can Help Your Business
- Electronic Commerce
- The Financial Stability of Small Businesses

The theme for this year's gathering is "*Government & Industry: Contracting for a Better Tomorrow*" and it's expected to attract hundreds of small and large businesses, as well as local and federal agency representatives.

The business exposition on June 14 (10 a.m. to 2 p.m.) will provide numerous opportunities for networking, professional development, seminar training and informal peer-to-peer exchange. This portion of the conference is open to the public free of charge.

The conference is co-sponsored by the Tri-Association Small Business Advisory Council (TRI-AD) and the National Contract Management Association (NCMA). The U.S. Department of Defense and corporate sponsors of the various events will provide funding support.

Additional information and registration is available at <http://www.sba.gov/gc/expo.htm> or call 1-800-622-3251.

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